

# EUROWORLD

EUROWORLD TRANSPORT, A DIVISION OF  
CALYX TRANSPORTATION GROUP INC.  
International Freight Forwarding & Logistics

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## Account Executive

Vaughan, Ontario

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### **WHO WE ARE**

Euroworld is an international air and ocean freight-forwarder [NVOCC]. Building on a network of strategic alliances with the world's leading steamship lines and air carriers, Euroworld brings extensive global knowledge and expertise of expanding markets to deliver an innovative array of client centred and solution-driven transportation and logistics services to a diverse global customer group.

### **ABOUT THE ROLE**

The *Account Executive* drives revenue results primarily through new account acquisition and cements long-term market partnerships through the deployment of value-based, tailored service solutions. The role is based out of our head office in Vaughan and reports to our Vice President, Sales.

### **RESPONSIBILITIES**

The successful individual will be responsible for:

- Assisting in the development and execution of strategic client solutions;
- Identifying leads and designing solutions for clients within his/her designated region;
- Developing insights and setting strategies that will translate into measurable value for our clients;
- Increasing the sales revenues through new sales opportunities and organic growth of core client base;
- Managing the daily business requirements and strategic relationships for a defined base of current clients; and,
- Reaching across Calyx business units to develop solutions and resolve any issues that may arise.

### **WHAT YOU'LL NEED TO SUCCEED**

Our *Account Executive* is self-motivated and results focused. A gifted negotiator with an innate sense of what it takes to get the job done, the *Account Executive* works with our team to bring it together in time, on time, every time.

### **DESCRIPTORS**

- Consultative, creative and strategic business-focused sales professional;
- Sophisticated agent of engagement who maintains, shapes, and grows lasting business partnerships; and,
- Highly motivated hunter who can move *beyond the core* to identify and develop fluid value-propositions

### **ENABLERS**

- Proven track record and a minimum of five years experience in working with senior decision makers in mid to long term sales cycles;
- Able to articulate a 'vision' from any given challenge, with a talent for coming up with unexpected strategic and creative solutions;
- Results-oriented with a sense of urgency, commitment to quality and the ability to think strategically;
- Strong influencing, negotiating and closing skills with the goal being to achieve win-win business partnerships and solutions;
- Highly developed communication, negotiation and presentation skills; and,
- Proficiency in the use of computer software applications, specifically web-based applications and prospect management tools.

### **ABOUT THE CALYX TRANSPORTATION GROUP**

Calyx Transportation Group is a leading provider of transportation and logistics services. We provide seamless delivery into, out of, and throughout North America, backed by leading edge technology and an unfailing standard of quality. We combine that with a consultative approach, providing solutions based on our customers' needs and a perpetual commitment to cost savings. Our complete suite of solutions includes:

- Expedited, over-the-road and intermodal TL and LTL across Canada
- Advanced freight brokerage services throughout North America
- Transportation management solutions and 4PL services with full analysis capabilities
- International ocean and air freight forwarding
- Closed loop transportation and dedicated contract carriage
- 3<sup>rd</sup> party logistics including contract and warehousing throughout North America

### **APPLICATIONS**

Let us know why you would be a perfect fit for our team by forwarding your resume and a position-tailored cover letter in to:

[\*\*careers@calyxinc.com\*\*](mailto:careers@calyxinc.com)

**Solutions for a connected world.**

*All applicants must be eligible to work in Canada. We require applicants to undergo a background verification process prior to commencing employment with the company. Employment is contingent on the satisfactory completion of a pre-employment background check. We sincerely thank all applicants who express an interest in this role however only those being directly considered will be contacted.*



Group of  
Companies



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